

Message Text

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PAGE 01 STOCKH 00031 051407Z
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 USIA-06 TRSE-00
ERDA-05 CIAE-00 /031 W
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R 051310Z JAN 77
FM AMEMBASSY STOCKHOLM
TO SECSTATE WASHDC 9446
INFO AMEMBASSY MOSCOW
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C O N F I D E N T I A L STOCKHOLM 0031

E.O. 11652: GDS
TAGS: ETRD, BTRA, EEWT, COCOM, STW, UR, SW
SUBJECT: STANSAAB'S AIR TRAFFIC CONTROL CONTRACT WITH THE
USSR - UPDATE

REF: STOCKHOLM 6633

1. GUNNAR WEDELL, MANAGING DIRECTOR OF STANSAAB, CALLED ON EMBASSY COUNSELOR ON JANUARY 4 AT HIS INITIATIVE. WEDELL REPORTED THAT HE HAD VISITED THE USSR AS EARLIER PLANNED (REFTEL) BUT ONLY IN MOSCOW. CONTRACT PROBLEMS KEPT HIM THERE. COLLEAGUES HOWEVER VISITED LENINGRAD AND THE ATC CENTER WHICH THE USSR HAS BUILT. THEIR DESCRIPTION AND PHOTOS OF THE RUSSIAN ATC SYSTEM WERE RECAPPED IN A SHORT DOCUMENT WHICH WEDELL SHOWED THE REPORTING OFFICER, PROMISING TO SEND A COPY, IN ENGLISHS TRANSLATION, TO THE EMBASSY IN THE NEAR FUTURE FOR FORWARDING TO OFFICE OF EXPORT ADMINISTRATION.

2. WEDELL CONTENTS THAT THE DOCUMENT REVEALS THAT THE SOVIETS HAVE "PRIMARY RADAR TRACKING" BUILT INTO THEIR ATC SYSTEM. HE STATED THAT THIS FEATURE OF THE STANSAAB DESIGN WAS THE PRINCIPAL OBJECTION HELD IN WASHINGTON, AND HE CLEARLY HOPES THAT IF IT IS DEMONSTRATED THAT THE SOVIETS CAN BUILD AN ATC SYSTEM WITH THIS CAPABILITY THEN OEA WILL LIFT ITS OBJECTIONS TO STANSAAB'S
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PAGE 02 STOCKH 00031 051407Z

LICENSE APPLICATIONS. ANTICIPATING THE OBVIOUS QUESTION WHY THE USSR NEEDS STANSAAB'S ATC SYSTEM UNDER THESE CIRCUMSTANCES, WEDELL WENT ON TO SAY THAT THE USSR'S "TRADITIONAL" PROBLEM OF MANUFACTURING HIGH TECHNOLOGY ITEMS IN SERIES EMPHASIZED THE CONTINUING DESIRABILITY OF THE STANSAAB CONTRACT.

3. WEDELL HAD TWO MORE POINTS WHICH HE WISHED TO PASS ALONG.

STANSAAB HAS ALREADY SHIPPED A SMALL SMOUNT OF THE CONTRACT MATERIAL - "POWER EQUIPMENT VALUED AT ABOUT \$100,000" - WHICH IS IN THE POSSESSION OF STANSAAB'S RESIDENT MANAGER IN MOSCOW. THE SECOND POINT WAS THAT THE CUBAN GOVERNMENT MIGHT BE INTERESTED IN THE STANSAAB SYSTEM. HE HAD LEARNED THIS FROM BUSINESS CONTACTS IN PERU, WHERE SEVERAL ELECTRONIC CONTRACTORS, INCLUDING TEXAS INSTRUMENTS, WERE BIDDING ON A PERUVIAN ATC CONTRACT. THE CUBAN APPROACH, WEDLL EMPHASIZED, WAS INDIRECT, AND HE PLANNED NO RESPONSE.

4. COMMENT. WEDELL MAY HAVE MADE THE TWO POINTS OF PARAGRAPH 3 BECAUSE HE THOUGHT THEY MIGHT COME TO OUR ATTENTION THROUGH OTHER SOURCES, AND, IN VIEW OF THEIR SENSITIVITY AND THE PRESENT DICEY SITUATION IN WHICH STANSAAB FINDS ITSELF, HE THOUGHT IT BEST TO TELL US HIMSELF.

5. IF AND WHEN WEDELL BRINGS IN THE DOCUMENT EMBASSY WILL FORWARD IT BY POUCH. WEDELL SAYS THAT HE IS PREPARED TO COME TO WASHINGTON TO DISCUSS IT.
SMITH

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Message Attributes

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